

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2020-2021 Budget - FY21 P&L

September 2020 - June 2021

	TOTAL			% OF BUDGET
	ACTUAL	BUDGET	OVER BUDGET	
Income				
25% LOGO USE Donation		41.70	-41.70	
CONVENTION				
2021 Convention		37,500.00	-37,500.00	
2021 Convention Blue Shirt	3,435.00		3,435.00	
2021 Convention Blue Shirt Bundle	1,815.00		1,815.00	
Total 2021 Convention Blue Shirt	5,250.00		5,250.00	
2021 Convention Blue Shirt Dad	985.00		985.00	
Dad Bundle	205.00		205.00	
Total 2021 Convention Blue Shirt Dad	1,190.00		1,190.00	
2021 Donations/Sponsor/Fundraiser	9,528.00	2,500.00	7,028.00	381.12 %
2021 Donations - WWII Tickets	1,240.00		1,240.00	
2021 Donations/Transportation	500.00		500.00	
Bonfire Fundraiser	5,192.43		5,192.43	
Total 2021 Donations/Sponsor/Fundraiser	16,460.43	2,500.00	13,960.43	658.42 %
2021 Registration	28,050.00		28,050.00	
2021 Convention/Dinner Guest	1,204.00		1,204.00	
2021 Convention/Lunch Guest	210.00		210.00	
Total 2021 Registration	29,464.00		29,464.00	
2021 Silent Auction		5,833.30	-5,833.30	
2021 Vendor Tables	300.00	416.70	-116.70	71.99 %
2021 Yearbook Ads	1,700.00		1,700.00	
Total 2021 Convention	54,364.43	46,250.00	8,114.43	117.54 %
Total CONVENTION	54,364.43	46,250.00	8,114.43	117.54 %
DONATIONS/SPONSORSHIPS				
CFC Donations	1,476.87	3,333.30	-1,856.43	44.31 %
General donations	3,170.17	8,333.30	-5,163.13	38.04 %
Parke Memorial Scholarship Income		1,666.70	-1,666.70	
President Projet		833.30	-833.30	
VAVS Fund - Restricted Funds	5,050.00	4,583.30	466.70	110.18 %
Total DONATIONS/SPONSORSHIPS	9,697.04	18,749.90	-9,052.86	51.72 %
FUNDRAISER				
ONLINE STORE		16,437.50	-16,437.50	
2017 75th Patch	3.00		3.00	
Branch Window Cling	3.00		3.00	
BROCHURE	345.60		345.60	
BSM FLAGS	105.00		105.00	
BSM PATCHES	35.00		35.00	
2015 CONVENTION PATCH				
ASSOCIATE PATCH	50.00		50.00	
BRANCH PATCH	190.50		190.50	

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BSM PATCH 2 1/2 INCH	135.00		135.00	
BSM PATCH 6 INCH	10.00		10.00	
DOG TAGS AND BOOTS PATCH	85.00		85.00	
GLITZY PATCH 3 inch	70.00		70.00	
GLITZY PATCH 6 inch	50.00		50.00	
Total BSM PATCHES	625.50		625.50	
BSM Pins				
Blue Star Dad Pin	120.00		120.00	
BSM Associate Pin	180.00		180.00	
Large BSM Pin	1,032.00		1,032.00	
Past Chapter President Pin	60.00		60.00	
Small BSM Pin	228.00		228.00	
Total BSM Pins	1,620.00		1,620.00	
BSM Ritual Book	155.00		155.00	
BSM Tee Shirts				
2019 Red Shirt	320.00		320.00	
BAND Of Mothers	330.00		330.00	
BSMA Baseball Shirt	925.00		925.00	
I Stand T-Shirt	190.00		190.00	
Total BSM Tee Shirts	1,765.00		1,765.00	
Bundle	410.00		410.00	
COINS	1,129.00		1,129.00	
DAD Hat	130.00		130.00	
FLEECE JACKET	1,870.00		1,870.00	
HANGER	72.00		72.00	
Hats	1,040.00		1,040.00	
License Plates	100.00		100.00	
Luggage Tags	48.00		48.00	
Magnets	57.00		57.00	
NOTE CARDS	154.00		154.00	
Shipping Income	2,505.75		2,505.75	
Tote Bags	500.00		500.00	
WATER BOTTLE	40.00		40.00	
WHITE GLOVES	155.00		155.00	
Yearbooks	10.00	333.30	-323.30	3.00 %
Total ONLINE STORE	12,842.85	16,770.80	-3,927.95	76.58 %
Total FUNDRAISER	12,842.85	16,770.80	-3,927.95	76.58 %
Funds from closed chapters	5,980.67	83.30	5,897.37	7,179.68 %
Membership				
Chapter Membership Dues	54,010.00	53,333.30	676.70	101.27 %
Charter Fee	175.00	208.30	-33.30	84.01 %
Refunds	-67.50		-67.50	

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Total Membership	54,117.50	53,541.60	575.90	101.08 %
Total Income	\$137,002.49	\$135,437.30	\$1,565.19	101.16 %
GROSS PROFIT	\$137,002.49	\$135,437.30	\$1,565.19	101.16 %
Expenses				
Advertising/Public Relations		4,166.70	-4,166.70	
Awards				
Chapter Grants	3,750.00	4,166.70	-416.70	90.00 %
Total Awards	3,750.00	4,166.70	-416.70	90.00 %
Bank Charges	12.00	83.30	-71.30	14.41 %
Checks		166.70	-166.70	
Total Bank Charges	12.00	250.00	-238.00	4.80 %
Chaplain's Emergency Fund - Restricted Funds	0.00		0.00	
Commissions & Fees				
CFC Application Fee	967.08	833.30	133.78	116.05 %
Total Commissions & Fees	967.08	833.30	133.78	116.05 %
Conference Call	442.89	208.30	234.59	212.62 %
Conventions				
2021 Convention Expenses	1,809.39	29,166.70	-27,357.31	6.20 %
2021 Blue Shirts	6,382.48		6,382.48	
2021 Blue Star Dad shirts	1,647.83		1,647.83	
Total 2021 Convention Expenses	9,839.70	29,166.70	-19,327.00	33.74 %
Total Conventions	9,839.70	29,166.70	-19,327.00	33.74 %
DC REP		250.00	-250.00	
Donations	6,122.67	2,916.70	3,205.97	209.92 %
Parke Memorial Scholarship	2,000.00	2,500.00	-500.00	80.00 %
VAVS Fund-Restricted Funds EXPENSE	5,675.00	4,583.30	1,091.70	123.82 %
VAVS Matching Funds	2,500.00	2,083.30	416.70	120.00 %
Total Donations	16,297.67	12,083.30	4,214.37	134.88 %
Dues & Subscriptions	3,092.82	270.80	2,822.02	1,142.10 %
Fundraising				
National Fundraising		833.30	-833.30	
On Line Store Expenses		8,333.30	-8,333.30	
Brochures	410.15		410.15	
Bsm hanger	427.50		427.50	
BSM Pins	407.00		407.00	
coins	960.00		960.00	
Hats	859.44		859.44	
Inventory Adjustment - COGS	60.34		60.34	
Magnets	141.37		141.37	
note card printing	80.21		80.21	
Online Store Postage	2,153.02	1,666.70	486.32	129.18 %

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Patches	750.38		750.38	
Shipping Supplies	172.02		172.02	
Total On Line Store Expenses	6,421.43	10,000.00	-3,578.57	64.21 %
Total Fundraising	6,421.43	10,833.30	-4,411.87	59.27 %
Insurance	1,726.00	2,083.30	-357.30	82.85 %
Legal & Professional Fees				
CPA		8,333.30	-8,333.30	
Legal Fees	350.00	1,250.00	-900.00	28.00 %
Parlamentarian		2,083.30	-2,083.30	
Total Legal & Professional Fees	350.00	11,666.60	-11,316.60	3.00 %
Management Expenses				
Ambassador Fund		2,291.70	-2,291.70	
Equipment	117.79		117.79	
National Treasurer				
General Office Expenses	289.21	416.70	-127.49	69.40 %
Postage	391.10		391.10	
Travel	63.96		63.96	
Total National Treasurer	744.27	416.70	327.57	178.61 %
Total Management Expenses	862.06	2,708.40	-1,846.34	31.83 %
Merchant card processing	54.00	4,583.30	-4,529.30	1.18 %
First American Payment Systems	3,941.99		3,941.99	
Moolah Merchant Fees	748.10		748.10	
Paypal Fees	124.33		124.33	
Total Merchant card processing	4,868.42	4,583.30	285.12	106.22 %
Office Expenses				
Management				
General Office Supplies	51.34	20.80	30.54	246.83 %
Total Management	51.34	20.80	30.54	246.83 %
Program				
PO Box		250.00	-250.00	
Total Program		250.00	-250.00	
Total Office Expenses	51.34	270.80	-219.46	18.96 %
Office/General Administrative Expenses	22.00	83.30	-61.30	26.41 %
Past National President Pin	6.45	333.30	-326.85	1.94 %
Postage	63.50	83.30	-19.80	76.23 %
Program Expenses				
Contingency Fund		250.00	-250.00	
Flowers & Wreaths	250.00	500.00	-250.00	50.00 %
National Appointed Offices				
By-Law Committee Chair				
Postage	15.50		15.50	

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Total By-Law Committee Chair	15.50		15.50	
National Chaplain		166.70	-166.70	
Gold Star Mother Mailing	1,119.43	1,000.00	119.43	111.94 %
Total National Chaplain	1,119.43	1,166.70	-47.27	95.95 %
National Convention Chair		166.70	-166.70	
Travel	416.80		416.80	
Total National Convention Chair	416.80	166.70	250.10	250.03 %
National Finance Committe Chair		41.70	-41.70	
Postage	64.08		64.08	
Total National Finance Committe Chair	64.08	41.70	22.38	153.67 %
National Historian		1,333.30	-1,333.30	
National Patriotic Instructor		1,333.30	-1,333.30	
National VAVS Rep		3,333.30	-3,333.30	
General Office Supplies	45.83		45.83	
Postage	48.40		48.40	
Veterans Day National Committee Pins		104.20	-104.20	
Total National VAVS Rep	94.23	3,437.50	-3,343.27	2.74 %
Total National Appointed Offices	1,710.04	7,479.20	-5,769.16	22.86 %
National Financial Secretary		208.30	-208.30	
General Office Expenses	148.00		148.00	
Postage	15.60		15.60	
Total National Financial Secretary	163.60	208.30	-44.70	78.54 %
National First VP		416.70	-416.70	
National Fourth VP		416.70	-416.70	
Postage	26.70		26.70	
Supplies & Materials	15.89		15.89	
Total National Fourth VP	42.59	416.70	-374.11	10.22 %
National President		7,600.00	-7,600.00	
General Office Supplies	299.00		299.00	
Travel	897.69		897.69	
Total National President	1,196.69	7,600.00	-6,403.31	15.75 %
National Recording secretary		125.00	-125.00	
General Office Supplies	10.99		10.99	
Total National Recording secretary	10.99	125.00	-114.01	8.79 %
National Second VP		83.30	-83.30	
Postage	19.98		19.98	
Travel	480.96		480.96	
Total National Second VP	500.94	83.30	417.64	601.37 %
National Third VP		83.30	-83.30	
Travel	354.96		354.96	

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Total National Third VP	354.96	83.30	271.66	426.12 %
Total Program Expenses	4,229.81	17,162.50	-12,932.69	24.65 %
Quick Books on line	1,620.00	1,400.00	220.00	115.71 %
Shipping Expenses	174.56	1,250.00	-1,075.44	13.96 %
Taxes & Licenses		416.70	-416.70	
Travel				
Executive Board Meeting		5,000.00	-5,000.00	
National Convention	2,293.05	12,500.00	-10,206.95	18.34 %
Total Travel	2,293.05	17,500.00	-15,206.95	13.10 %
Veterans Day Committee Dues	150.00	125.00	25.00	120.00 %
Website and Database	8,304.72	6,250.00	2,054.72	132.88 %
New Website Hosting Fees		6,250.00	-6,250.00	
Total Website and Database	8,304.72	12,500.00	-4,195.28	66.44 %
Yearbooks	90.91		90.91	
Printing		1,041.70	-1,041.70	
Total Yearbooks	90.91	1,041.70	-950.79	8.73 %
Total Expenses	\$65,636.41	\$135,437.30	\$ -69,800.89	48.46 %
NET OPERATING INCOME	\$71,366.08	\$0.00	\$71,366.08	0.00%
Other Income				
Interest Earned	41.69		41.69	
Prior Year Voided Checks	353.21		353.21	
Total Other Income	\$394.90	\$0.00	\$394.90	0.00%
NET OTHER INCOME	\$394.90	\$0.00	\$394.90	0.00%
NET INCOME	\$71,760.98	\$0.00	\$71,760.98	0.00%